

# Dolon – Analyst (Market Access)

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## About Dolon

Dolon is a strategic market access and value communications consultancy, specialising in developing value strategies and shaping policy for medicines to treat rare and severe diseases.

We have an exciting client base of fast-growing companies with innovative and important portfolios of medicines. Working in close partnership, we help them to define and communicate the value of their products to payers, policymakers and society internationally.

When it comes to treatments for rare and serious diseases, payer systems are complex, multi-layered and different to those for common disorders. With our specialist knowledge, we at Dolon understand who makes the decisions, how value is determined, and what drives successful results. We are passionate about ensuring that patients with rare disease have equitable access to innovative and potentially life-saving healthcare interventions.

Headquartered in London, with staff across Europe, Dolon is a small, dynamic, fast-growing company with a strong reputation and a bright future.

## The opportunity

We are seeking an Analyst (Market Access) to join our growing team. This individual will be responsible for conducting high-quality market access research, using this as a platform for developing compelling value strategies to inform market access strategies and policy positions. As part of this role, the individual will deliver findings in the form of clear, creative materials in a variety of formats, with support from other team members.

This is a unique opportunity to join a young company and be part of its exciting period of growth.

The position is based in London; however, for the right person, we will consider flexible working arrangements.

## Project responsibilities

The role will focus primarily on the following types of projects:

- Research into pricing and reimbursement systems and market access policies worldwide.
- Development of value strategies to support new medicines.
- Understanding and analysing payer perceptions.
- Integration of policy considerations into clients' market access strategies.
- Communication of findings in clear, compelling materials.

## Tasks

- Searching literature and critically reviewing, extracting and summarising relevant evidence.
- Translating research and evidence into insight and recommendations.
- Maintaining up-to-date internal knowledge of pricing and reimbursement systems and market access policy trends worldwide.
- Writing reports and presentations as part of a project team.
- Working with clients to understand their needs and help them to achieve their goals.
- Supporting team members with logistical and planning tasks, including interacting with senior external stakeholders to arrange meetings.

## Experience

- Background in science or economics – postgraduate qualification in health-related field (e.g. policy, economics, biostatistics, epidemiology) or life sciences would be beneficial but not a prerequisite.
- PhD or previous experience of market access, pricing or policy experience in the healthcare sector, academic setting, pharmaceutical industry or consulting (desirable).
- Client-facing and project management experience (desirable).
- Experience in rare or severe diseases such as oncology, immunology or blood disorders (desirable).

## **Skills**

- Strong research and analytical skills.
- Ability to read, understand and summarise information.
- Excellent writing and communication skills.
- Ability to anticipate and solve problems independently.
- Ability to multi-task.
- Ability to collaborate and take feedback on board.
- Ability to interact with external stakeholders and policy makers.
- Attention to detail.
- Ability to manage timelines and meet deadlines.
- Proficiency with Microsoft Office software (Word, Excel, PowerPoint).

## **Knowledge**

Basic knowledge of the following is desirable:

- Major markets and pricing & reimbursement systems worldwide.
- Current issues affecting the market access policy environment (ideally specific to rare diseases).
- Payer mindset and influence.
- Drug development and commercialisation.
- Pharmaceutical industry structure and practices.
- Proficiency in other European languages than English is a plus.

## **Personal traits**

We place particular importance on emotional intelligence and the ability to get along with other people – empathy, maturity and optimism are important values to ourselves and our clients.

## **How to apply**

Please send a CV and cover letter **by 30<sup>th</sup> June 2018**. (No recruiters, please).

As part of the application, please outline in no more than 1 page why you think treatments for rare diseases represent a challenge for modern healthcare systems and traditional market access mechanisms.

Email: [contact@dolon.com](mailto:contact@dolon.com)  
[www.dolon.com](http://www.dolon.com)

Applicants must be eligible to live and work in the EU.